# The Tribune's Page of Business News

### Buyers, Eager for Fall Merchandise, Norway Pays Cash for Pack Showrooms

row for their full fall lines.

Few of the manufacturers report that they are selling greater quantities of merchandise to individual customers than in previous years. On the whole, it is said, the smaller retailers are operating conservatively and are whole, it is said, the smaller retailers are operating conservatively and are buying with greater discrimination than in past years. Buyers themselves say that their merchandise managers have limited their purchasing power this year to amounts which do not permit of the buying of more merchandise than last year. The increased appropriation for the ready-to-wear stocks, made by many retailers, as a rule, just

Manufacturers who are fortunate to have large stocks of cloth on hand and who thus can put out a larger production than their competitors, have no difficulty in adding new accounts to their business. One such manufacturer said yesterday that he has increased the number of his accounts almost 100 per cent this year.

## Voiles in Demand Surplus Balloon Cloth Nearly All

Special Correspondence Business News Bureau

NEW BEDFORD, Mass., July 21.—
Within the past few days cotton voiles have been sought from the local mills more actively. Manufacturers are asking 32 cents and nore in some cases for comen hard twiat voiles. Fancies are in such demand that the manufacturer can virtually set his own price on them. Lawns are being sold in small lots for delivery this year.

a yard, while 30 cents was real-ized for the cloth which had cost 60 cents. Most of the small lots of this cloth that remained have been sold.

### Rosario Stores Desire Direct Trade With U. S.

Many of the larger stores in Rosario and other points in northern Argen-tina are desirous of establishing direct relations with American producers of silk and cotton goods, veilings, wom-en's apparel and hosiery. Heretofore European goods have predominated in that market, according to the Ameri-can Consul there, and the Rosario re-

can Consul there, and the Rosario retailers have paid 4 per cent to agents in Buenos Ayres for import services. The American Consul at Santos, Brazil, reports a market in his district for American made shirts, and believes the coat shirt, if properly introduced, would find favor. Shirts with soft collars attached are now imported from England and Portugal and retail for \$3 to \$5 each. Work shirts are manufactured at Sao Paulo and sold at prices which would eliminate competition from foreign articles.

prices which would eliminate competition from foreign articles.

Canada is building up her own dress manufacturing industry, according to the American Consul General at Hallfax, because of the high import duty on American made garments. The demand for American made cotten wash dresses, he reports, is increasing in the low and medium grades.

Heavy coarse cotton socks of smaller size than those worn by Americans or Europeans are used in China, according to the American Vice-Consul there. Japan now supplies most of the market, but it is believed an opportunity exists for American exporters. Trade marks and trade names are important in China. A simple name, it is said, in China. A simple name, it is said, should be chosen.

### Rubber

### Trade in Plantation Rubbers Checked by Exchange Fluctuations

Change Fluctuations
Sharp fluctuations in sterling exchange yesterday rendered it difficult for dealers in plantation crude rubber to do business. Para rubbers were not affected by the gyzations in rates for the English pound, and prices remained steady. For the plantation product, known as first latex, the nominal quotation was 40 cents a pound, while 38's cents for brown sheets.

Although scrap rubber was quiet, as it has been for months past, leading wire products \$5 a ton. This followed an increase a few days ago by the Youngstown Sheet and Tube Gompany on wire nails ranging from Stote tubes which have been held in warehouses of the United States for French account will be shipped to France when vessel space increases and freight rates recede. But local reclaimers are not disposed to pay the prevailing prices for old boots, shoes and tires while they can purchase virgin rubber at relatively low figures. One of the manufacturers of auto-mobile tires has reduced prices 5 to 10 per cent, according to the sizes. It was stated that the price policy of the so-called "big four" was not likely to undergo any immediate change.

Midvale Steel Advances

Its Wire Products

S5 a Ton

The Midvale Steet and Ordance Steed and Ordance Company of New York—A Mel-La Arthouse Steed And Tube Company of New York—A Mel-La Arthouse Steed And Tube Company of New York—A Mel-La Arthouse Steed And Tube Company of New York—A Mel-La Arthouse Steed And Tube Company of New York—

Incorporations Will Be Found on Page 13

## Colored Cottons: All Goods Scarce

## Needs of Germans Are Many, Including Credit

Orders for Full Lines of Mall of the offerings of cotton goods made yesterday by the mill agents Bankers of That Country Suggest Various Ways to ners' Association yesterday that a hide

Goods Scarce

At the Good Scarce

Bankers of That Country Suggest Various Ways to Finance Purchases of Goods, Says English Country

Begger for extend over, small norm, and the last of the same o

York call loan money market to take advantage of the high rates, it was stated, are likely to begin shortly to draw down their local balances as the demand in their home districts expands. This, it was felt, would tend to stiffen money at this centre. As a matter of fact, all signs point to much firmer money from now on until well nto the fall months.

O00,000. This represented a reduction of about \$255,000,000 from the high mark reached n May. Since that period, however, the rediscounts of the Federal Reserve Bank against commercial paper have increased in the neighborhood of \$260,000,000.

The acceptance market continues in a quiescent condition, with rates unchanged.

the rests ever offered the British government only 3½ pence a yard for its surplus aeroplane cloth are denied by Sam C. Haughton, administrator of the Irish Linen Society. The final offer made by the trade, he states, was a shilling 1 pence, plus 75 per cent offered the grain amount of satisfaction.

Mr. Haughton also declared that the selfast linen interests view the reent sale of the surplus stock with a retain amount of satisfaction.

This stock, 40,000,000 yards

Copper Price Again Marked Up

Selling agencies marked up the price of copper for September delivery another cent yesterday to 24 cents a pound. Small sales were reported on that basis.

Spot copper was held generally at 22½ cents a pound, although some dealers quoted 22¼ to 23 cents. The market generally was somewhat quieter than it was last week.

me Deulers Report Less
Activity in Silk Goods
Trade

Contradictery reports were made and a second process of the folial passes of the f

PRECIOUS METALS 350.83 Silver, Johnson CHEMICALS

1.321 62

Sulphurle acid, 697, ton \$16,00 no Nitric acid, 1b 08

580.45 Caustic soda, 70°, 100 1b 3.25-3.50 Soda, ash, light (bibs), 100 1b 1.90-2.05 Phonol, U. S. P. (carioads), 12 4 13 Clycerine, dynamite, b 172 18 Glycerine, crude, 1b 10° - 11 Glycerine, crude, 1b 10° - 11 Glycerine, c. p. (in drums) 19° Alcohol, thon-bev.), gallon 4.85-4.99 Alcohol, donat., gal Nitrate of soda, 95°s, 160 b2 97-3.00 Benzol, c. p. 222-25. Tuluol, pure 255-30 COTTON CHEMICALS 1.90-2.00 84,497.26 Middling, upland, lb. 110.03 Japan filature, No. 1, Shin-shiu, b. China-stoam filature, best No. 1, Ib, Canten filature, carten fi Canton flature, Ex. Ex. A. Ib. 7.25
HIDES AND LEATHERS 583 08 Hides, city slaughter, spread, lb. Hides, city slaughter, spread, lb. Hides, city, nat. strs., sel., 60 or over. lb. Calishin, city, 0 to 12 lb., skin 9.50 Leather, hemiock sole. 172 10 Overseights, No. 1, lb. 57 Middleweights, No. 1, lb. 59 Middleweights, No. 1, lb. 59 Para, up-river, coarse, lb. 33 Para, 1st latex, pale, crepe, lb 130 Para, lst latex, pale, crepe, lb. 40 Plan., brown, crope, thin, clean, lb. Plan., ribbed smoked sheets, lb. 33/9

### Large Stocks of Skins in Southern Russia May Be Exported

for several years. A shipment of ponyskins recently reached a local 187.15 dealer and was quickly taken up by the manufacturing furriers. Other importers are making strenuous efforts to obtain suplies of these skins from Russia, in the belief that the relatively low price and good wearing qualities will make ponyskin garments look attractive, in comparison with the high prices of the general run of fur

Exports of Dyestuffs to
France Not Expected
on Large Scale

Announcement that France had lifted the embargo on the importation of coal tar intermediates and dyestuffs was been to looked upon as very hopeful news by dyestuffs manufacturers and exporters here. They asserted that in all probability France would not come into the American market for dyes to any great extent. What dyes she imported, they contended, would go from Switzerland rather than America.

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Surrey Heath Burned A large area of Oxshott Heath, England, one of the most picturesque heather-clad uplands in Surrey, has been destroyed by fire.

hoose these dresess. They give a maximum of style, fine workmanship and excellence of fit. Satin Crepe Meleor Taffeta Serge

Charmeuse Jersey \$10.75 to \$37.50

Tricotine

.55 .33%, .39%

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Spinning and Yarn Mills Reported Sold

New Jersey Tire Fabric Manufacturers Said To Be

platinum jewelry to satisfy the pul

### Jewellers to Start Nation-

Wide Publicity Campaign A \$300,000, three-year, nation-wide trade unit advertising campaign is about to be launched under the supervision of the National Jewellers' Publicity Association. Although the jewelry industry is in the most prosperous stage in its history, the association thinks that by a national campaign of educational advertising the public can be trained to a higher appreciation of

Goods

ARE YOU SATISFIED with existing arrangements or marketing your products If not, we can probably help you to improve these arangements. Put your selling problem

> INTERNATIONAL TRADE & INDUSTRIAL BUREAU 149 Broadway New York

p to this organization.





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Naval Stores Strong

Naval Stores Strong
ported by the wealthy. In this period of unprecedented wages, they point out, the working people have become great jewelry buyers and, as a result, the industry is facing unlimited possibilities.

Chemicals

Chemicals

Chemicals

Soda Ash Higher, With Better Demand in Evidence

Dealers announced yesterday that soda ash had advanced to \$2.10 a hun
Dealers announced yesterday that soda ash had advanced to \$2.10 a hun
Naval Stores Strong

Naval Stores Stablished last week, stablished last week, stable prevailing in quantities. The Scandinavian occurrites and Italy are also large ountries of same stable person of the prevailing high

The HOUSE OF THE MOMENT



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Towering far above the ordinary in the variety of smart styles and the genuine value stitched into every garment, these suits and coats will see a new sales-record for your ready-to-wear department.

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